

IN THE SPECIFICATION

At page 27, line 25, please add the following paragraph:

FIGURE 11 illustrates an exemplary method of pricing make-to-order products. The method begins at step 100 where a demand probability value is assigned to each of a plurality of products. Each such product has an associated delivery time and price. At step 102, an expected revenue from the products is calculated for at least two available capacities. The expected revenue is a function of the demand probability values and the prices. In certain embodiments, the expected revenue may be calculated as a sum of products of the probability values and the prices. The expected revenue may be calculated in certain embodiments from a binary tree representing the probability values and the prices. Furthermore, the expected revenue may be calculated for each product in response to a product control policy. At step 104, an asking price for each of the products is calculated as the difference between a product's expected revenue from successive available capacities. At step 106, the asking price may be compared for different products at a given capacity, and the method ends.

IN THE DRAWINGS

Please add new FIGURE 11, which is attached hereto.